

Message Text

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PAGE 01 COPENH 04586 110812Z

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ACTION FSI-03

INFO OCT-01 EUR-12 ISO-00 PER-03 COME-00 EB-07 /026 W

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R 101522Z DEC 76

FM AMEMBASSY COPENHAGEN

TO SECSTATE WASHDC 3711

UNCLAS COPENHAGEN 4586

EO 11652: N/A

TAGS: AFSI, DJ

SUBJECT FSI, COMMERCIAL LOCALS: US TRAINING PROGRAM

REF: STATE 293289

1. EMBASSY NOMINATES FSL COMMERCIAL SPECIALISTST BIRGER
SEEHUSEN FOR THE SIX-WEEK TRAINING PROGRAM IN THE US
BEGINNING MARCH 7, 1977.

2. PERSONAL DATA: FULL NAME: BIRGER SEEHUSEN.
DATE AND PLACE OF BIRTH: [Sensitive Information Removed Per NARA 19 AUG 2013]; FREDERIKS-
BERG(NEAR COPENHAGEN). ENGLISH: FLUENT. SERVICE
WITH US GOVERNMENT: SIX YEARS AND SIX MONTHS.

3. BACKGROUND: GRADUAE OF THE COPENHAGEN BUSINESS
SCHOOL, MAJOR IN MARITIME TRANSPORTATION. FOUR YEARS
OF TRAINING AND PRACTICE WITH COPENHAGEN SHIPPING
FIRM, 16 MONTHS' OFFICE WORK IN DANISH ARMY, TWO
YEARS' TRAINING IN NEW YORK WITH SHIPPING COMPANY,
TWO YEARS' SALES PROMOTION IN MAJOR DANISH COMPANY.
JOINED THE EMBASSY COMMERCIAL SECTION IN MAY 1970.

4. PRESENT ACTIVITIES: SEEHUSEN OCCUPIES POSITION
AS COMMERCIAL SPECIALIST. FOR THE EMBASSY ECONOMIC
AND COMMERCIAL COUNSELOR, AND COMATT, RESPECTIVELY,
HE WORKS INDEPENDENTLY ON ECONOMIC/COMMERCIAL RESEARCH,
ANALYSIS, REPORTING, AND PERFORMS
THE FULL RANGE OF COMMERCIAL SERVICES IN THE PROMOTION
OF US EXPORTS, INCLUDING COUNSELING AND ASSISTING
LOCAL AND US BUSINESSMEN, AND MAINTAINING CONTACTS
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WITH APPROPRIATE OFFICIALS IN THE PRIVATE AND PUBLIC

SECTORS. HE SUPERVISES MARKET RESEARCH DONE FOR EMBASSY BY OUTSIDE CONTRACTORS, AND PARTICIPATES IN EMBASSY CONDUCTED MARKET SURVEYS, AND IN PROMOTING THE FOREIGN BUYERS PROGRAM. HE PLAYS AN ACTIVE ROLE IN THE CCP PLANNING, AND HE IS THE CAMPAIGN MANAGER FOR TWO OF THE EMBASSY'S FOUR CCP CAMPAIGNS.

5. SUGGESTED PRELIMINARY ITINERARY: DETROIT: AUTOMOBILE INDUSTRY; CHICAGO: FOOD PROCESSING AND PACKAGING EQUIPMENT AND MACHINERY, MATERIALS HANDLING EQUIPMENT; ST. LOUIS: TEXTILES; DENVER: LUGGAGE PRODUCTION, MAGNETIC TAPE AND DISK (EDP) EQUIPMENT, INFORMATION HANDLING SYSTEMS; SAN FRANCISCO/OAKLAND: URBAN MASS TRANSPORTATION, ELECTRONICS, PORT OPERATIONS; LOS ANGELES/LONG BEACH: AIRCRAFT INDUSTRY, SCIENTIFIC AND MEDICAL INSTRUMENTS AND APPARATUS, ELECTRONICS; NEW ORLEANS: PORT OPERATIONS, SHIP-BUILDING, CARGO HANDLING EQUIPMENT; HOUSTON: OFF-SHORE DRILLING EQUIPMENT, INTERNATIONAL TRADE FAIR OPERATIONS. PLEASE NOTE THAT THE FOREGOING REPRESENTS ONLY PRELIMINARY SUGGESTIONS. A DETAILED SCHEDULE WILL BE SUBMITTED IF/WHEN SEEHUSEN'S PARTICIPATION IS CONFIRMED.

6. POST JUSTIFICATION: SEEHUSEN'S JOB PERFORMANCE IS SUPERIOR, AND, AT THE AGE OF 32, HE HAS A PROMISING CAREER POTENTIAL, IN THE EXPORT PROMOTION FIELD. HE OPERATES WITH A MINIMUM OF SUPERVISION AND HE IS THE LEADING CANDIDATE FOR EVENTUALLY TAKING OVER POSITION AS SENIOR COMMERCIAL SPECIALIST. HIS PERFORMANCE AND EXPERIENCE MORE THAN EQUAL THE LEVEL OF TRAINING OFFERED BY THE CORRESPONDENCE COURSE. HE HAS PARTICIPATED IN THE FOLLOWING WASHINGTON PROGRAMS: 1971: FSL COMMERCIAL SPECIALIST SEMINAR, VIENNA; 1974: OVERSEAS INTERNATIONAL MARKETING AND BUSINESS SEMINAR, LONDON; 1975: FSL COMMERCIAL SPECIALIST SEMINAR, THE HAGUE. HIS HEALTH AND PHYSICAL CONDITION ARE EXCELLENT.

7. SEEHUSEN ADMIRABLY FITS SPECIFICATIONS OF PROGRAM,
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AND THIS EMBASSY RECOMMENDS STRONGLY THAT HE BE INCLUDED IN THE GROUP OF EIGHT BEING SELECTED FOR THIS TOUR.
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Message Attributes

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